

## Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 00870 061341Z

43

ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 061217Z MAR 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 8957

AMEMBASSY BEIRUT

AMEMBASSY DOHA POUCH

AMEMBASSY JIDDA

AMEMBASSY MANAMA

UNCLAS KUWAIT 0870

BEIRUT FOR LEFEAVER

EO 11652: NA

TAGS: BEXP, KU

SUBJ: WATER RESOURCES TRADE MISSION-BUDGET, PROSPECTS, AND SCHEDULE

REF: A) USDOC 0986; B) USDOC 2740

SUMMARY: AFTER VISITING NUMBER GOK OFFICIALS RE TRADE MISSION  
AND ASSESSING MISSION LOGISTICS AND FORMAT, COMMOFF AND ADVANCE-  
MAN

BELIEVE UP TO \$1000 ADDITIONAL FUNDING NECESSARY FOR KUWAIT/  
QATAR STOPS. FINAL BUDGET ADDITIONS CAN ONLY BE RECOMMENDED AFTER  
WILSON ARRIVES DOHA. APPEARS MISSBN WELL RECRUITED AND WILL ENJOY  
EXCELLENT PROSPECTS IN KUWAIT. HOWEVER, WE NEED FURTHER INFO ON  
BECKMAN AND WESTINGHOUSE AND ASK LEFEAVER NOTIFY BEIRUT-BASED  
MISSION MEMBERS OF HOTEL ACJOMMODATIONS, KUWAIT. MISSION WOULD BE  
FURTHER ENHANCED BY INCLUSION OFFICIAL FROM OFFICE SALINE WATER.  
WE HAVE PROVIDED MISSION SCHEDULE, BUT BELIEVE MISSION'S TIME IN  
KUWAIT MAY BE TOO SHORT IN ORDER REALIZE ALL OBJECTIVES. END  
SUMMARY

1. ADVANCEMAN WILSON AND COMMOFF VISITED NUMBER HIGHLEVEL GOK  
OFFICIALS RESPPFSIBLE FOR WATER RESOURCES PROGRAMS IN ORDER GAUGE  
PROSPECTS SUBJECT MISSION AND AGREE UPON MISSION FORMAT AND BUDGET.

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PAGE 02 KUWAIT 00870 061341Z

2. BASED ON THESE CONVERSATIONS AND RECENT EXPERIENCE POST WITH EDUCATION TRADE MISSION, WILSON AND EMBASSY BELIEVE FOLLOWING BUDGET NECESSARY FOR SUCCESSFUL MISSION:

PROMOTION (S AND E)

JANSPORTATION AIRPORT	\$ 34	
RENTAL AUTOMOBILES AND CHAUFFEURS		\$ 616
PRINTING & MAILING: FLYERS AND BROCHURES		\$ 34
PHOTOGRAPHY	\$ 51	
TRANSLATOR/SECRETARIAL SERVICES		\$ 103
DIRECTOR'S SUITE: 4 NIGHTS AT KD22 PLUS 15 PERCZSTMKECTJCE		
	\$ 350	

TOTAL BUDGET	\$1200	
HOSPITALITY		
TRANSPORTATION (BALANCE AUTO RENTAL)		\$ 176
RECEPTION (100 GUESTS)	\$ 583	
PRINTING & MAILING OF INVITATIONS		\$ 34
TIPS: AIRCAPS AND BELLHOPS		\$ 34
TOTAL BUDGET	3 825	

3. FUNCTION ROOMS SUITABLE FOR BIC HAVE BEEN FULLY BOOKED FOR APRIL 1-3 SINCE EARLY JANUARY. OTHER AVAILABLE ROOMS DEEMED IN-ADEQUATE OR EXORBITANT. IN ANY CASE, APPEARS ALL MISSION MEMBERS WILL HAVE MANY APPOINTMENTS WITH GOK OFFICIALSQWHOSE OFFICES LOCATED IN DIVERSE AREAS INCLUDING INDUSTGSAL PARK AT SHUAIBA 30 KMS SOUTH KUWAIT CITY. FOR THESE REASONS BELIEVE IT NECESSARY HAVE CHAUFFEUR-DRIVEN AUTOS FOR EACH MEMBER. WE PROPOSE PART OF AUTO RENTAL-COST COME FROM BALANCE HOSPITALITY BUDGET AFTER MEETING OTHER NECESSARY EXPENSES WITH COMMERCE PROVIDING DIFFERENCE.

4. COMMERCE MAY NOTE LARGE INCREASE IN FUNDS REQUESTED FOR DIRECTOR'S UITE OVER PAST MISSION VISITS. THIS REFLECTS STIFFER HOTEL POLICY TOWARDS DISCOUNTS AT TIME WHEN FIRST CLASS HOTEL SPACE CANNOT MEET DEMAND. WE BELIEVE SUITE ESSENTIAL AS MEETING ROOM FOR MISSION MEMBERS AND PLACE WHERE THEY CAN ENTERTAIN IUSITORS. OTHER-WISE EXPENSES IN LINE WITH PREVIOUS MISSIONS AND SHOULD BE SELF EXPLANATORY.

5. STRONGLY APPEARS SUBSTANTIAL ADDITIONAL FUNDING WILL BE UNCLASSIFIED

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PAGE 03 KUWAIT 00870 061341Z

NECESSARY FOR KUWAIT/QATAR. HOWEVER, WE UNABLE TO REQUEST FINAL FIGURE UNTIL WILSON HAS OPPORTUNITY TO MEET WITH REO MCARTHUR IN DOHA. WE SUSPECT APPROXIMATE ADDITIONAL FUNDING NEEDED AS \$1000 (PARTIALLY DUE FUNDING TRAVEL OF REO AND COMM ASSISTANT).

6. EXCELLENT POTENTIAL OPPORTUNITIES EXIST FOR ALL RECRUITED FIRMS WITH POSSIBLE EXCEPTION WESTINGHOUSE WHO FAILED BID ON VERY RECENT \$80 MILLION STEAM POWER PROJECT AFTER REQUESTING ONE MONTH DEADLINE

EXTENSION. REQUEST YOU PROVIDE FURTHER DETAILS RE THEIR INTEREST IN KUWAIT MARKET. MOREOVER, WE BELIEVE BECKMAN INSTRUMENTS REPRESENTED IN KUWAIT BUT UNABLE TO CONFIRM; PLEASE ADVISE.

7. SEVERAL GOK OFFICIALS HAVE ASKED US WHY WE NOT INCLUDING ANYONE FROM THE OFFICE OF SALINE WATER ON MISSION. KUWAITS ARE FAMILIAR WITH AND RESPECT WORK OSW. POST BELIEVES INCLUSION ONE OSW MAN WOULD FURTHER ENHANCE MISSION AND SHOULD BE GIVEN SERIOUS CONSIDERATION. WE ARE NOT NECESSARILY SUGGESTING TECHNICAL SEMINAR BUT BELIEVE HE COULD PROFITABLY SPEND TIME EVALUATING KUWAITI NEEDS AND ANSWERING TECHNICAL QUESTIONS.R

8. WE CONFIRM 11 SINGLES/W BATH AND ONE DIRECTOR'S SUITE AT HILTON. BEIRUT PLEASE NOTIFY THREE LOCALLY BASED MISSION MEMBERS OF RESERVATIONS.

9. MISSION SCHEDULE AS FOLLOWS:

MAR 31, 1974

10:25 PM ARRIVE KUWAIT. MET BY EMBASSY OFFICERS AND TAKEN TO KUWAIT HILTON. MEMBERS ARRIVING FROM BEIRUT, SAUDI ARABIA AND EUROPE RESPONSIBLE FOR GETTING TO HOTEL ON OWN.

APRIL 1,

8:00-9:30 AM MISSION BRIEFING - AMEMBASSY

9:30-1:00 PM INDIVIDUAL APPOINTMENTS

1:00-4:00 PM LUNCH AND POSSIBLY TOURS OF PROJECTS

4:00-6:30 PM INDIVIDUAL APPOINTMENTS

6:30-8:00 PM REFRESH IN HOTEL ROOMS

8:00-10:00 PM RECEPTION - AHMADI ROOM; KUWAIT HILTON

APRIL 2,

8:00 AM -1:00 PM INDIVIDUAL APPOINTMENTS

1:00-4:00 PM LUNCH AND POSSIBLY TOURS

4:00-8:00 PM INDIVIDUAL APPOINTMENTS

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PAGE 04 KUWAIT 00870 061341Z

8:00 FREE TIME

APRIL 3,

8:00-1:00 PM INDIVIDUAL APPOINTMENTS

1:00-4:00 PM LUNCH, FREE TIME OR TOURS OF PROJECTS

4:00-8:00 PM INDIVIDUAL APPOINTMENTS

8:30-9:30 PM MISSION DIRECTOR - DEBRIEFING

9:30 PM FREE TIME

APRIL 4

6:30 AM BREAKFAST AT HOTEL

7:00 AM LEAVE HOTEL CHARTERED BUS FOR AIRPORT

8:30 AM DEPART KUWAIT ON KU 620

9:20 AM ARRIVE SAUDI ARABIA - MET BY SHIRL MCARTHUR OF AMEMBASSY.

10. COMMENT: WE BELIEVE ALL MEMBERS WILL HAVE MORE POTENTIAL APPOINTMENTS THAN THREE DAYS TIME ALLOWS. THUS, IT MAY BE

NECESSARY TO FOREGO KJUAL GROUP OR PTOTOCOL SESSIONS.  
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**Disposition Case Number:** n/a  
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